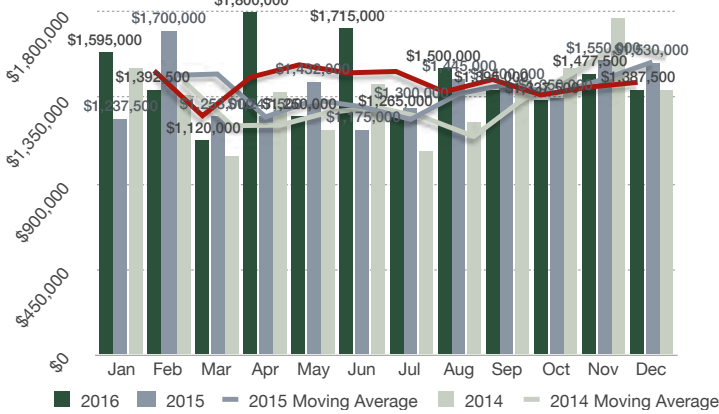


Carmel Market Report

JANUARY 11, 2017

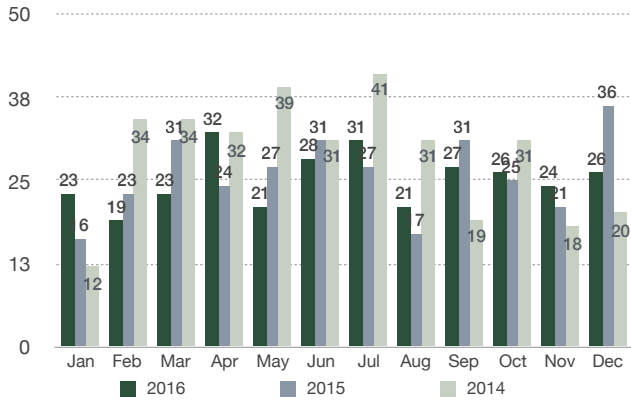
Carmel Median Sale Price 2014-2016



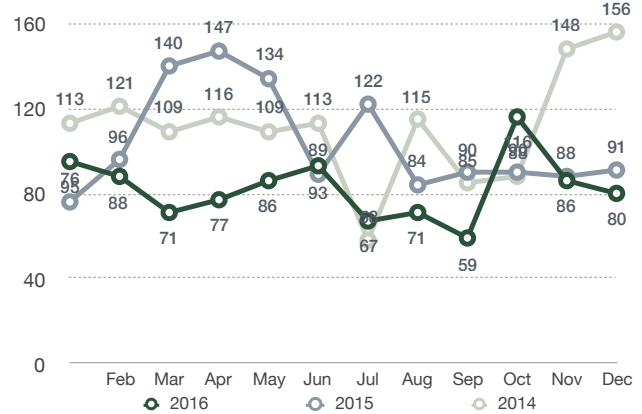
The Carmel market remained seasonally steady in December. Inventory is selling through; especially around the median price point. In addition, there are currently 34 homes in escrow.

	December	2016	2015
Median Sales Price		\$1,387,500	\$1,530,000
Monthly Homes Sold		26	36
Avg. Days on Market		80	91
Total Homes Sales Volume		\$40,871,050	\$96,682,330
Avg. Pending / Active Inventory		182	160

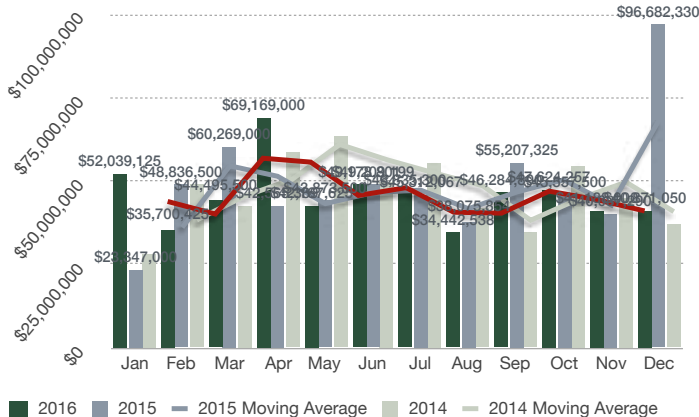
Carmel Homes Sold By Month



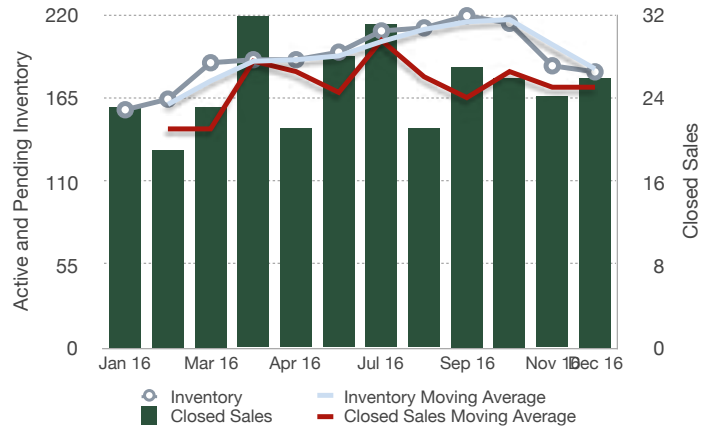
Carmel Average Days on Market



Carmel Home Sales Dollar Volume



Carmel: Active & Pending Inventory Compared with Closed Sales



Carmel

	Inventory	Closed Sales
Jan 16	157	23
Feb 16	164	19
Mar 16	188	23
Apr 16	190	32
Apr 16	190	21
Jun 16	195	28
Jul 16	209	31
Aug 16	211	21
Sep 16	219	27
Oct 16	214	26
Nov 16	186	24
Dec 16	182	26

Carmel Homes Sold By Month: 2014-2016

	2016	2015	2014
Jan	23	16	12
Feb	19	23	34
Mar	23	31	34
Apr	32	24	32
May	21	27	39
Jun	28	31	31
Jul	31	27	41
Aug	21	17	31
Sep	27	31	19
Oct	26	25	31
Nov	24	21	18
Dec	26	36	20

Carmel Average Days on Market

	2016	2015	2014
Jan	95	76	113
Feb	88	96	121
Mar	71	140	109
Apr	77	147	116
May	86	134	109
Jun	93	89	113
Jul	67	122	58
Aug	71	84	115
Sep	59	90	85
Oct	116	90	88
Nov	86	88	148
Dec	80	91	156

Carmel Median Sale Price: 2014-2016

	2016	2015	2014
Jan	\$1,595,000	\$1,237,500	\$1,510,000
Feb	\$1,392,500	\$1,700,000	\$1,367,500
Mar	\$1,120,000	\$1,253,000	\$1,040,000
Apr	\$1,800,000	\$1,247,500	\$1,375,000
May	\$1,250,000	\$1,432,000	\$1,175,000
Jun	\$1,715,000	\$1,175,000	\$1,425,000
Jul	\$1,265,000	\$1,300,000	\$1,065,000
Aug	\$1,500,000	\$1,445,000	\$1,230,000
Sep	\$1,395,000	\$1,400,000	\$1,450,008
Oct	\$1,337,500	\$1,350,000	\$1,499,000
Nov	\$1,477,500	\$1,550,000	\$1,772,500
Dec	\$1,387,500	\$1,530,000	\$1,387,500

Carmel Home Sales Dollar Volume

	2016	2015	2014
Jan	\$52,039,125	\$23,347,000	\$28,147,499
Feb	\$35,700,425	\$48,836,500	\$48,522,690
Mar	\$44,495,500	\$60,269,000	\$42,389,184
Apr	\$69,169,000	\$42,565,339	\$58,642,500
May	\$42,167,625	\$43,873,500	\$63,302,838
Jun	\$49,178,801	\$49,209,199	\$49,353,313
Jul	\$46,835,300	\$45,312,067	\$55,295,500
Aug	\$34,442,538	\$38,075,854	\$41,791,333
Sep	\$46,284,890	\$55,207,325	\$34,679,958
Oct	\$47,624,257	\$45,557,500	\$54,453,300
Nov	\$41,188,000	\$40,037,290	\$44,860,388
Dec	\$40,871,050	\$96,682,330	\$36,806,748

Carmel Active/ Pending Inventory

	2016	2015	2014
Jan	157	177	178
Feb	164	192	238
Mar	188	190	238
Apr	190	183	226
May	190	185	221
Jun	195	207	201
Jul	209	203	298
Aug	211	213	200
Sep	219	196	201
Oct	214	208	189
Nov	186	190	180
Dec	182	160	166